6/30/87 A8720-1

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)

APRIL 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	0	0	8	8
Brazil	15,237	5,123	7,002	0	0	27,362
Chile	0	0	0	0	3,903	3,903
China	25,679	0	0	0	0	25,679
Columbia	565	3,360	0	0	0	3,925
Costa Rica	0	0	972	0	485	1,457
Dom. Republic	0	0	3,325	0	106	3,431
El Salvador	0	0	0	0	242	242
Japan	9,834	0	0	0	5,187	15,021
Korea	0	0	0	0	21	21
Martinique	0	0	0	0	763	763
Mexico	229	0	0	0	37	266
New Zealand	0	0	0	0	30	30
Panama	0	0	0	0	2	2
Puerto Rico	0	0	0	0	11	11
Thailand	0	0	0	0	3,003	3,003
Venezuela	0	0	667	0	0	667
TOTAL AG:	51,544	8,483	11,966	0	13,798	85,791
NON-AGRICULTURAL						
Mexico	271	-	-	0	0	271
TOTAL NON-AG:	271	-	-	0	0	271
TOTAL EXPORTS:	**51,815**	**8,483**	**11,966**	**0**	**13,798**	**86,062**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

APRIL 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	0	145	908	14	570	1,637
AK Alaska	0	0	0	0	0	0
AZ Arizona	121	0	77	0	5	203
AR Arkansas	16	66	6,247	13	93	6,435
CA California	5,102	2,261	1,799	0	918	10,080
CO Colorado	479	32	962	85	191	1,749
CT Connecticut	0	0	0	0	27	27
DE Delaware	0	0	0	0	138	138
FL Florida	44	0	0	0	2,530	2,574
GA Georgia	122	0	0	0	2,478	2,600
HI Hawaii	0	183	0	0	116	299
ID Idaho	377	1,503	1,206	0	11	3,097
IL Illinois	0	16	3,810	0	221	4,047
IN Indiana	0	0	2,057	0	278	2,335
IA Iowa	77	127	287	0	58	549
KS Kansas	420	628	5,410	195	252	6,905
KY Kentucky	2	0	3,623	0	987	4,612
LA Louisiana	903	875	2,893	29	26	4,726
ME Maine	0	0	0	0	31	31
MD Maryland	0	0	0	0	44	44
MA Massachusetts	0	0	0	0	52	52
MI Michigan	0	0	0	0	305	305
MN Minnesota	44	0	129	331	1,052	1,556
MS Mississippi	0	0	1,815	0	139	1,954
MO Missouri	2,165	1,383	16,610	395	104	20,657
MT Montana	0	0	30	0	0	30
NE Nebraska	216	42	678	0	1,010	1,946
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	29	29
NJ New Jersey	0	0	0	0	103	103
NM New Mexico	0	0	288	0	202	490
NY New York	0	0	0	0	430	430
NC North Carolina	0	0	0	0	1,043	1.043
ND North Dakota	0	0	0	0	0	0
OH Ohio	336	0	2,724	0	545	3,605
OK Oklahoma	94	222	3,959	96	109	4,480
OR Oregon	199	225	734	0	424	1,582
PA Pennsylvania	51	0	1,819	0	196	2,066
RI Rhode Island	0	0	0	0	11	11
SC South Carolina	0	0	0	0	655	655
SD South Dakota	0	0	16	0	0	16
TN Tennessee	0	0	1,238	14	93	1,345
TX Texas	2,190	9,732	13,020	2,210	1,105	28,257
UT Utah	268	0	30	0	6	304
VT Vermont	0	0	0	0	72	72
VA Virginia	0	0	0	0	467	467
WA Washington	2,010	30	595	0	291	2,926
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	21	0	15	0	823	859
WY Wyoming	135	0	91	0	28	254
TOTAL U.S.:	15,392	17,470	73,070	3,382	18,268	127,582
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	87	87
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	225	225
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	241	241
PE Pr.Edward Isle	0	0	0	0	140	140
PQ Quebec	0	0	0	0	1,540	1,540
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	2,233	2,233
*EXPORT SALES:	51,544	8,483	11,966	0	13,798	85,791
TOTAL AG SALES	66,936	25,953	85,036	3,382	34,299	215,606
NON-AG U.S.	10,026	-	-	2,992	293	13,311
CANADA	0	-	-	0	12	12
*EXPORTS	271	-	-	0	0	271
TOTAL NON-AG SALES	10,297	-	-	2,992	305	13,594
GRAND TOTAL	**77,233**	**25,953**	**85,036**	**6,374**	**34,604**	**229,200**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

APRIL 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	26	0	10,440	0	10,466
Brazil	5,297	18,443	6,119	0	29,859
China	57,291	0	0	0	57,291
Columbia	4,655	0	0	0	4,655
Holland	11,331	0	22,351	0	33,682
India	201	0	0	0	201
Indonesia	46,614	0	0	0	46,614
Jamaica	0	1,816	0	0	1,816
Japan	13,878	4,740	2,684	6,778	28,080
Korea	28,623	0	0	0	28,623
Malaysia	25,010	0	0	0	25,010
New Zealand	9,843	1,718	0	0	11,561
Philippines	7,039	0	0	0	7,039
Taiwan	16,973	0	0	0	16,973
TOTAL AG:	226,781	26,717	41,594	6,778	301,870
NON-AGRICULTURAL					
Italy	0	-	-	7,584	7,584
Japan	125	-	-	2,773	2,898
Korea	0	-	-	7,628	7,628
TOTAL NON-AG:	125	-	-	17,985	18,110
TOTAL EXPORTS:	**226,906**	**26,717**	**41,594**	**24,763**	**319,980**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

APRIL 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	1,923	2,119	6,221	74	10,237
AK Alaska	0	122	218	220	560
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	1,219	311	1,530
CA California	0	0	309	63	372
CO Colorado	48	0	31	75	154
CT Connecticut	0	1,028	(608)	0	420
DE Delaware	0	0	2,018	28	2,046
FL Florida	5,920	1,897	2,097	554	10,468
GA Georgia	870	2,442	4,605	1,665	9,582
HI Hawaii	0	2,477	15	0	2,492
ID Idaho	0	324	1,472	339	2,135
IL Illinois	3,604	38,173	11,093	6,023	58,893
IN Indiana	2,213	30,587	3,640	6,516	42,956
IA Iowa	182	31,507	23,412	18,618	73,719
KS Kansas	0	101	608	273	982
KY Kentucky	0	4,160	3,166	212	7,538
LA Louisiana	1,826	4,538	6,575	451	13,390
ME Maine	0	0	2,299	0	2,299
MD Maryland	0	0	767	1,107	1,874
MA Massachusetts	0	360	(240)	0	120
MI Michigan	1,112	22,561	7,967	934	32,574
MN Minnesota	94	20,140	44,984	4,929	70,147
MS Mississippi	0	1,889	970	938	3,797
MO Missouri	1,343	5,976	22,341	4,721	34,381
MT Montana	0	72	3,132	103	3,307
NE Nebraska	60	691	1,497	1,243	3,491
NV Nevada	0	0	13	0	13
NH New Hampshire	0	0	120	0	120
NJ New Jersey	0	341	323	124	788
NM New Mexico	0	0	0	0	0
NY New York	15	748	7,322	678	8,763
NC North Carolina	564	1,521	8,276	1,537	11,898
ND North Dakota	0	2,462	4,125	100	6,687
OH Ohio	(2,573)	14,205	17,332	1,632	30,596
OK Oklahoma	0	29	91	77	197
OR Oregon	0	603	1,616	87	2,306
PA Pennsylvania	305	978	4,284	819	6,386
RI Rhode Island	0	0	244	62	306
SC South Carolina	0	908	4,000	561	5,469
SD South Dakota	0	1,228	2,091	753	4,072
TN Tennessee	967	3,841	6,201	1,002	12,011
TX Texas	0	0	26	78	104
UT Utah	1,240	0	0	0	1,240
VT Vermont	0	0	362	126	488
VA Virginia	2,516	425	15,715	569	19,225
WA Washington	54	671	4,727	281	5,733
WV West Virginia	0	425	199	0	624
WI Wisconsin	1,170	21,736	13,927	2,865	39,698
WY Wyoming	0	0	223	0	223
TOTAL U.S.:	23,353	221,285	241,025	60,748	546,411
CANADA					
AB Alberta	0	0	4,928	666	5,594
BC Brit. Columbia	0	0	2,339	0	2,339
MB Manitoba	0	750	3,719	685	5,154
NB New Brunswick	0	2,047	1,530	0	3,577
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	1,800	0	1,800
ON Ontario	13	3,771	2,495	204	6,483
PE Pr.Edward Isle	0	0	602	0	602
PQ Quebec	0	4,593	10,722	13	15,328
SK Saskatchewan	4	72	15,237	0	15,313
TOTAL CAN:	17	11,233	43,372	1,568	56,190
*EXPORT SALES:	226,781	26,717	41,594	6,778	301,870
TOTAL AG SALES	250,151	259,235	325,991	69,094	904,471
NON-AG U.S.	10,875	-	-	9,511	20,386
CANADA	1,545	-	-	53	1,598
*EXPORTS	125	-	-	17,985	18,110
TOTAL NON-AG SALES	12,545	-	-	27,549	40,094
GRAND TOTAL	**262,696**	**259,235**	**325,991**	**96,643**	**944,565**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

APRIL 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	26	0	10,440	0	8	10,474
Brazil	20,534	23,566	13,121	0	0	57,221
Chile	0	0	0	0	3,903	3,903
China	82,970	0	0	0	0	82,970
Columbia	5,220	3,360	0	0	0	8,580
Costa Rica	0	0	972	0	485	1,457
Dom. Republic	0	0	3,325	0	106	3,431
El Salvador	0	0	0	0	242	242
Holland	11,331	0	22,351	0	0	33,682
India	201	0	0	0	0	201
Indonesia	46,614	0	0	0	0	46,614
Jamaica	0	1,816	0	0	0	1,816
Japan	23,712	4,740	2,684	6,778	5,187	43,101
Korea	28,623	0	0	0	21	28,644
Malaysia	25,010	0	0	0	0	25,010
Martinique	0	0	0	0	763	763
Mexico	229	0	0	0	37	266
New Zealand	9,843	1,718	0	0	30	11,591
Panama	0	0	0	0	2	2
Philippines	7,039	0	0	0	0	7,039
Puerto Rico	0	0	0	0	11	11
Taiwan	16,973	0	0	0	0	16,973
Thailand	0	0	0	0	3,003	3,003
Venezuela	0	0	667	0	0	667
TOTAL AG:	278,325	35,200	53,560	6,778	13,798	387,661
NON-AGRICULTURAL						
Italy	0	-	-	7,584	0	7,584
Japan	125	-	-	2,773	0	2,898
Korea	0	-	-	7,628	0	7,628
Mexico	271	-	-	0	0	271
TOTAL NON-AG:	396	-	-	17,985	0	18,381
TOTAL EXPORTS:	**278,721**	**35,200**	**53,560**	**24,763**	**13,798**	**406,042**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

APRIL 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,823	2,264	7,129	88	570	11,874
AK Alaska	0	122	218	220	0	560
AZ Arizona	121	0	77	0	5	203
AR Arkansas	16	66	7,466	324	93	7,965
CA California	5,102	2,261	2,108	63	918	10,452
CO Colorado	527	32	993	160	191	1,903
CT Connecticut	0	1,028	(608)	0	27	447
DE Delaware	0	0	2,018	28	138	2,184
FL Florida	5,964	1,897	2,097	554	2,530	13,042
GA Georgia	992	2,442	4,605	1,665	2,478	12,182
HI Hawaii	0	2,660	15	0	116	2,791
ID Idaho	377	1,827	2,678	339	11	5,232
IL Illinois	3,604	38,189	14,903	6,023	221	62,940
IN Indiana	2,213	30,587	5,697	6,516	278	45,291
IA Iowa	259	31,634	23,699	18,618	58	74,268
KS Kansas	420	729	6,018	468	252	7,887
KY Kentucky	2	4,160	6,789	212	987	12,150
LA Louisiana	2,729	5,413	9,468	480	26	18,116
ME Maine	0	0	2,299	0	31	2,330
MD Maryland	0	0	767	1,107	44	1,918
MA Massachusetts	0	360	(240)	0	52	172
MI Michigan	1,112	22,561	7,967	934	305	32,879
MN Minnesota	138	20,140	45,113	5,260	1,052	71,703
MS Mississippi	0	1,889	2,785	938	139	5,751
MO Missouri	3,508	7,359	38,951	5,116	104	55,038
MT Montana	0	72	3,162	103	0	3,337
NE Nebraska	276	733	2,175	1,243	1,010	5,437
NV Nevada	0	0	13	0	0	13
NH New Hampshire	0	0	120	0	29	149
NJ New Jersey	0	341	323	124	103	891
NM New Mexico	0	0	288	0	202	490
NY New York	15	748	7,322	678	430	9,193
NC North Carolina	564	1,521	8,276	1,537	1,043	12,941
ND North Dakota	0	2,462	4,125	100	0	6,687
OH Ohio	(2,237)	14,205	20,056	1,632	545	34,201
OK Oklahoma	94	251	4,050	173	109	4,677
OR Oregon	199	828	2,350	87	424	3,888
PA Pennsylvania	356	978	6,103	819	196	8,452
RI Rhode Island	0	0	244	62	11	317
SC South Carolina	0	908	4,000	561	655	6,124
SD South Dakota	0	1,228	2,107	753	0	4,088
TN Tennessee	967	3,841	7,439	1,016	93	13,356
TX Texas	2,190	9,732	13,046	2,288	1,105	28,361
UT Utah	1,508	0	30	0	6	1,544
VT Vermont	0	0	362	126	72	560
VA Virginia	2,516	425	15,715	569	467	19,692
WA Washington	2,064	701	5,322	281	291	8,659
WV West Virginia	0	425	199	0	0	624
WI Wisconsin	1,191	21,736	13,942	2,865	823	40,557
WY Wyoming	135	0	314	0	28	477
TOTAL U.S.:	38,745	238,755	314,095	64,130	18,268	673,993
CANADA						
AB Alberta	0	0	4,928	666	0	5,594
BC Brit. Columbia	0	0	2,339	0	87	2,426
MB Manitoba	0	750	3,719	685	0	5,154
NB New Brunswick	0	2,047	1,530	0	225	3,802
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	1,800	0	0	1,800
ON Ontario	13	3,771	2,495	204	241	6,724
PE Pr.Edward Isle	0	0	602	0	140	742
PQ Quebec	0	4,593	10,722	13	1,540	16,868
SK Saskatchewan	4	72	15,237	0	0	15,313
TOTAL CAN:	17	11,233	43,372	1,568	2,233	58,423
*EXPORT SALES:	278,325	35,200	53,560	6,778	13,798	387,661
TOTAL AG SALES	317,087	285,188	411,027	72,476	34,299	1,120,077
NON-AG U.S.	20,901	-	-	12,503	293	33,697
CANADA	1,545	-	-	53	12	1,610
*EXPORTS	396	-	-	17,985	0	18,381
TOTAL NON-AG SALES	22,842	-	-	30,541	305	53,688
GRAND TOTAL	**339,929**	**285,188**	**411,027**	**103,017**	**34,604**	**1,173,765**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE	APR 1987	APR 1986	JUL-APR 1986/87	JUL-APR 1985/86
AL Alabama	11,874	9,939	54,326	65,601
AK Alaska	560	0	1,716	61
AZ Arizona	203	13	1,401	385
AR Arkansas	7,965	13,429	46,009	47,395
CA California	10,452	8,788	55,616	41,285
CO Colorado	1,903	1,426	7,150	5,814
CT Connecticut	447	1,182	3,235	4,472
DE Delaware	2,184	752	20,138	18,848
FL Florida	13,042	16,094	125,904	129,938
GA Georgia	12,182	13,910	102,169	125,885
HI Hawaii	2,791	1,838	10,893	8,690
ID Idaho	5,232	5,579	24,334	22,573
IL Illinois	62,940	127,235	626,748	702,215
IN Indiana	45,291	67,130	321,913	384,506
IA Iowa	74,268	88,191	405,917	441,718
KS Kansas	7,887	3,469	26,742	25,735
KY Kentucky	12,150	25,001	92,908	112,741
LA Louisiana	18,116	8,396	95,941	46,804
ME Maine	2,330	1,197	5,610	7,478
MD Maryland	1,918	5,736	26,338	29,315
MA Massachusetts	172	534	3,151	3,619
MI Michigan	32,879	28,664	147,423	171,996
MN Minnesota	71,703	38,042	291,228	267,719
MS Mississippi	5,751	6,921	18,398	27,663
MO Missouri	55,038	46,824	239,857	211,253
MT Montana	3,337	3,251	10,402	10,445
NE Nebraska	5,437	6,187	24,790	28,956
NV Nevada	13	0	42	373
NH New Hampshire	149	143	587	401
NJ New Jersey	891	1,438	5,869	6,176
NM New Mexico	490	2,334	5,732	10,374
NY New York	9,193	10,149	51,017	54,298
NC North Carolina	12,941	21,971	79,611	93,757
ND North Dakota	6,687	2,370	21,393	16,481
OH Ohio	34,201	37,927	413,684	398,129
OK Oklahoma	4,677	2,250	16,735	15,787
OR Oregon	3,888	4,324	25,845	21,656
PA Pennsylvania	8,452	14,310	51,510	53,877
RI Rhode Island	317	487	1,194	1,500
SC South Carolina	6,124	14,699	61,010	106,831
SD South Dakota	4,088	2,284	10,725	9,646
TN Tennessee	13,356	38,623	96,723	123,335
TX Texas	28,361	22,555	109,665	114,679
UT Utah	1,544	152	4,255	12,513
VT Vermont	560	803	1,839	2,910
VA Virginia	19,692	22,375	81,751	117,300
WA Washington	8,659	6,814	37,558	35,039
WV West Virginia	624	1,099	2,748	2,969
WI Wisconsin	40,557	39,097	242,608	231,938
WY Wyoming	477	431	1,415	1,638
TOTAL U.S.:	673,993	776,363	4,113,773	4,374,717
CANADA				
AB Alberta	5,594	7,391	16,566	19,195
BC Brit. Columbia	2,426	2,931	12,304	6,376
MB Manitoba	5,154	3,500	16,536	14,485
NB New Brunswick	3,802	2,435	9,747	6,171
NF Newfoundland	0	0	0	573
NS Nova Scotia	1,800	881	4,194	4,801
ON Ontario	6,724	17,920	183,566	221,908
PE Pr.Edward Isle	742	(108)	6,243	6,340
PQ Quebec	16,868	15,553	95,766	121,110
SK Saskatchewan	15,313	1,970	24,742	6,866
TOTAL CAN:	58,423	52,473	369,664	407,825
EXPORT SALES:	387,661	294,339	3,044,204	2,151,574
TOTAL AGRICULTURAL	1,120,077	1,123,175	7,527,641	6,934,116
Non-Ag U.S.	33,697	23,274	313,494	304,667
Canada	1,610	1,227	14,106	21,253
Exports	18,381	4,730	64,165	76,886
TOTAL NON-AGRICULTURAL	53,688	29,231	391,765	402,806
GRAND TOTAL	**1,173,765**	**1,152,406**	**7,919,406**	**7,336,922**